

## Message Text

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17

ACTION NEA-10

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CONFIDENTIAL TEHRAN 3802

E.O. 11652: GDS  
TAGDS: USIRJC, IR  
SUBJECT: AMERICAN TECHNICAL ASSISTANCE TO IRANIAN  
PORTS AND SHIPPING ORGANIZATIONS

1. APRIL 13, COUNSELOR OF EMBASSY FOR ECONOMIC AND  
COMMERCIAL AFFAIRS BREWIN AND USIRJC OFFICER WARD CALLED  
ON DEPUTY FOR PROJECTS AND SUPERVISION ZARRABI TO DISCUSS  
PROPOSALS MADE THROUGH MARITIME ADMINISTRATION OF U.S.  
DEPARTMENT OF TRANSPORTATION IN NOVEMBER OF LAST YEAR.

2. AFTER EXPLAINING DELAY IN ACKNOWLEDGING EMBASSY LETTER  
OF NOVEMBER 5, ZARRABI DISCUSSED OPENLY AND FRANKLY  
STAFFING PROBLEMS OF PORTS AND SHIPPING ORGANIZATION. HE  
SHOWED INTEREST AND ENTHUSIASM IN MAKING USE OF AMERICAN  
EXPERTS THROUGH GENERAL FRAMEWORK OF JOINT COMMISSION.  
ZARRABI EMPHASIC THAT HE DOES NOT REPEAT NOT NEED YET  
ANOTHER STUDY GROUP OR TDY TEAM TO TELL IRANIANS CAUSE  
AND NATURE OF THEIR PORTS PROBLEM OR SUGGEST SOLUTIONS.  
IRANIANS WELL AWARE OF PROBLEMS, CAUSES, AND SOLUTIONS.  
IRANIANS NEED ASSISTANCE IN IMPLEMENTATION.

3. ZARRABI FEELS FOUR TO SIX AMERICAN MARITIME  
EXPERTS COULD BE USED FOR PORTS AND SHIPPING ORGANIZATION.  
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THEY MUST BE:(A) GENUINE EXPERTS IN THEIR FIELD, I.E.,

PERSONS WITH HIGHEST ACADEMIC CREDENTIALS;(B) SEVERAL YEARS OF PROBLEM SOLVING EXPERIENCE. ZARRABI DOES NOT REPEAT NOT WANT"TEAM OF EXPERTS", BUT RATHER FOUR TO SIX INDIVIDUAL EXPERTS WHO COULD BE TOTALLY INTEGRATED INTO PORTS AND SHIPPING ORGANIZATION HERE.

4. ZARRABI DIVIDES TYPE OF EXPORTS INTO TWO BASIC CATEGORIES:(1) DEVELOPMENTAL AND (2) OPERATIONAL. DEVELOPMENTAL EXPERTS WOULD ACT PRIMARILY AS OBJECTIVE, NON-INTERESTED CONSULTANTS TO PORTS AND SHIPPING ORGANIZATION WHILE AT THE SAME TIME ASSISTING IN A DAY-TO-DAY PLANNING AND DEVELOPMENT OF PORTS INFRASTRUCTURE AND SUPERVISION AND TRAINING IRANIAN ENGINEERING STAFF OF ORGANIZATION. OPERATIONAL TECHNICIANS WOULD BE CONCERNED WITH THE SPECIFIC IMPLEMENTATION OF PROJECTS TO IMPROVE PORT AND MARITIME FACILITIES. ZARRABI WANTS EXPERTS WHO ARE WILLING TO "ROLL UP THEIR SLEEVES, AND GET THEIR HANDS DIRTY", MAKE DECISIONS AND ACCEPT RESPONSIBILITY.

5. ZARRABI SEES ROOM IN PORTS AND SHIPPING ORGANIZATION FOR TWO TO FOUR EXPERTS IN DEVELOPMENTAL FIELD AND ONE OR TWO EXPERTS IN OPERATIONAL FIELD. HE WILL COMMUNICATE IN WRITING TO EMBASSY MORE SPECIFIC JOB DESCRIPTIONS BY FIRST OF MAY.

5. BREWIN RAISED ISSUE OF STATUS OF TECHNICIANS UPON ARRIVAL HERE AND REQUIREMENT THAT GOI REIMBURSE FULL COST OF SENDING AMERICAN EXPERTS TO IRAN, AND EMPHASIZED NEED TO HAVE SPCLIFIC DETAILS OF AGREEMENT IN WRITING BEFORE TECHNICIANS COULD COME. WHILE ZARRABI UNABLE TO MAKE SPECIFIC COMMITMENTS ALONG THISLINE, HE APPEARED TO UNDERSTAND PROBLEM AND SEEMED TO FEEL THAT PORT SITUATION HERE CIRTICAL ENOUGH THAT OBTAINING DETAILED WRITTEN AGREEMENT PREVIOUS TO ARIVAL OF TECHNICIANS CIGHT BE SOMEWHAT EASIER THAN IN CASE OF FHWA TEAM NOW HERE.

7. EMBASSY WILL COMMUNICATE SPECIFIC JOB REQUIREMENTS WHEN RECIEVED FROM PORTS AND SHIPPING ORGANIZATION.

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